

# **EARN YOUR FORTUNE IN FINDER'S FEES**

*The Easiest Money You'll Ever Make!*

*by:*

*J.E. (Jim) Straw*

*This archive is produced in accordance with: J.F. (Jim) Straw's requirement for republication:*

## **FREE Web Site CONTENT**

*Content ... Content ... Content ...*

*Everybody is saying ...*

## ***Content is KING!***

*But ... where do you find good content for your website??*

*Well, I have over 100 articles & editorials about Making Money you may publish on your website FREE!*

*The only requirement is you MUST include the following on any of the content you put on your website ... no ifs, ands or buts.*

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*Having spent over 50 years in business; doing business successfully, J.F. (Jim) Straw now shares "Practical Instruction in the Arts & Sciences of Making Money" at the Business Lyceum. --*  
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## *EARN YOUR FORTUNE IN FINDER'S FEES*

*The Easiest Money You'll Ever Make!*

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Would you like to earn \$75,000 per month for 5 years?

One Finder did. He saw an item in a newsletter offering 10,000 barrels of Crude Oil per day for 5 years. Putting that seller together with a buyer at a small refinery, he earned a fee of only 25¢ per barrel, and collected his fee of \$75,000 every month for 5 years.

How about trading less than \$1 in postage and a couple hours easy work for \$100?

Not a big fee but it was so easy another Finder couldn't pass it up. Reading a "collectors" magazine, he came across an ad seeking some college memorabilia from a college near his home. He made some local telephone calls, located the items wanted, wrote a letter, and earned an easy \$100.

Do Fast-Food Franchises interest you?

More than one Finder makes staggering fees each year by just finding "locations" for fast-food franchises. Others earn smaller, but consistent fees, finding locations for Vending Machines and Coin Operated Games. It takes some research, time, and an eye for consumer buying habits, but some of the fees would boggle your mind.

Two Finders - Two Fees!

One Finder had a "seller" offering a warehouse full of closeout & surplus inventory. The other Finder had a "buyer" looking for closeout & surplus inventory. They saw each other's listings in the same newsletter. After a few telephone calls and letters, they earned over \$25,000 each.

Did you know there are firms in this country who "manage" hotels, mobile home parks, apartment buildings, etc., for the absentee owners?

Those firms often pay substantial Finder's Fees if you can find properties for them to manage.

Would you believe over \$50,000 per year by just matching Newspaper Classified Ads with the Telephone Book Yellow Pages?

One Finder makes that much and more each year by just matching-up the wants & availables in Newspaper Classified Ads from neighboring areas with the Yellow Pages in his town and other Classified Ads from other newspapers.

If you can think creatively, you might be able to pull-off one like this!

A company had been trying to dump a huge volume of lead weights for ages. They couldn't find a buyer. Then a creative Finder figured out that those weights could be used in the commercial fishing industry. His creative thinking was rewarded with a substantial Finder's Fee.

Television Advertising pays big bucks to Finders, too!

NO! You don't have to run any TV advertising. Just find people who need TV advertising and connect them with TV stations who will run their ads. Of course, first you have to strike a deal for "dead" air time.

It would take a couple hundred pages to tell you about all of the Finder's Fees earned in machinery & equipment deals.

As you probably know, there are literally hundreds of thousands (if not millions) of pieces of machinery & equipment setting around, in almost any industry you can name. Find a buyer. Earn a fee.

If a product or service can be sold or bought, there is a potential Finder's Fee just waiting for a Finder with the "know-how" to earn it. There are Finder's Fees to be earned in every small town or big city, in every state and country. All you need to do is match-up the buyers and sellers, put them together, sit-back and collect your fees.

And...you can start your own Finder's Fee business for less than it would cost you for a good meal at a fine restaurant. - All you really need is a typewriter, business letterhead, and a telephone to get started.

### **"Why would any company pay a Finder's Fee?"**

There are over 240,000,000 people in this country -- and millions of businesses (small, medium & large). Can any business know of ALL of the sources of supply, potential buyers, or providers of necessary services? -- Not on your life!

Why should a company spend thousands of dollars, and tie up essential employees to do nothing but research the existence of these suppliers, buyers, and providers -- when they can easily let a Finder go to the trouble of locating the contacts they need. And, those fees are considerably less than what they would have spent if they had done the research themselves.

Finders EARN their fees by weeding-through the unqualified leads and flakes; by following all of the dead-end paths; and eventually putting their hands on a real, honest-to-goodness source, buyer, or whatever. -- THAT is what a Finder gets paid for doing.

A company, or individual, who pays a Finder's Fee, pays it so they won't have to chase down all of those unqualified leads, blind alleys, and dead-ends.

It is really far easier than you might imagine...but...if you don't know how to do it (and do it right), you may chase down all the blind alleys without ever finding a profitable match. - That's what happens to most amateur finders - a lot of blind alleys but NO Fees!!

I've spent over 30 years of my life as a finder - gathering facts and doing the things that you need to do to be a professional finder. Starting with a \$42 unemployment check, I became a multi-millionaire.

During those 30-plus years, I made every mistake ever made by amateur finders - until I learned how to do it right. -- I have earned Finder's Fees for locating everything from a World War II bayonet (for a collector) to buyers for Oil Field Equipment.

Over the past 10 years, I have watched as literally thousands of men, and women, have tried to become Finders. - Most of them don't even know, for sure, what a Finder's Fee is, or how a Finder earns those fees.

The real tragedy of this situation is that there are literally millions,

upon millions, of dollars out there just waiting to be claimed by someone who can "find" the buyer, or seller, needed to complete the transaction.

## **What Is A FINDER?**

Unfortunately, most people...even many of those who call themselves "finders".....don't really know "what" a finder is, or how to start earning Finder's Fees.

In order to define what a Finder "is," let's first point out what a Finder "is not."

A FINDER is NOT a PRE-SELLER -- Pre-sellers accept a selling price from a product source, add-on what they feel to be a fair margin of profit, and sell the item. After they make a sale, they then buy the product and ship it to the buyer.

A FINDER is NOT a DEALER -- Dealers take-on a product, or service, for continuing promotion and sales. They are responsible for the distribution of a product, or service, from the prime source to the end user.

A FINDER is NOT a REPRESENTATIVE or AGENT for either the buyer or seller. -- Representatives & Agents are empowered by their clients to negotiate the purchase, or sale, of specific products or services. They can legally sign documents obligating their clients.

Too many "supposed" Finders are not really Finders at all -- they are Salesmen, Agents, Representatives, and / or Pre-sellers.

A Finder is nothing more than a "match-maker" for a fee. The professional Finder simply matches QUALIFIED buyers with QUALIFIED sellers, or vice versa - "FOR A FEE!"

**Finders DO NOT sell anything; except their knowledge.  
Finders DO NOT negotiate anything; except their own fees.  
Finders DO NOT add-on their profits.**

## **"Contacts Are A Finder's Stock in Trade"**

"Contacts" are the bread and butter of the professional finder. All he is really selling is names & addresses of QUALIFIED contacts.

The following are the most important points to remember:

- (1) Be a FINDER; not an Agent, Representative, Salesman, or Pre-seller. DO NOT try to sell anything; simply offer QUALIFIED contacts to

your clients who offer a Finder's Fee. Nothing more.

- (2) As a FINDER, let your contact and your client negotiate their own deal; once you have brought them together.
- (3) Use the finest materials (letterheads & envelopes) available, and maintain the most professional business approach in all of your dealings.
- (4) Furnish only QUALIFIED contacts to your client. UNqualified contacts only come from UNqualified "amateur" finders.
- (5) NEVER give your client the name & address of another Finder. When you do, you start a Daisy Chain, and are not entitled to any form of Finder's Fees.
- (6) READ...READ...READ...ever increasing the number and quality of your contacts.
- (7) Keep chronological and complete files of all of your correspondence (even telephone calls) with both your contacts and your clients.
- (8) Always FIND IT FIRST, before contacting a potential client. This one action, alone, will save you a lot of money in paper that doesn't go into the waste basket.
- (9) If you don't get a response from the potential client, DO NOT do what childish amateurs do DO NOT blame the advertiser; blame yourself. You probably didn't offer the potential client what he wanted; so, try again, or give up, on that particular finding opportunity.

**NOTE:** If one advertiser doesn't respond to your contact offer, you should keep your eyes open for a similar Finder's Fee opportunity; to which you can make the same offer. - BE SURE to re-confirm your contact.

- (10) The "key" word in being a successful finder is PATIENCE. The reason most amateur finders never earn their first fee is because they push for a fast close. They try to negotiate the deal for the principals. DO NOT do it!! Let your principals close their own deal, in their own time. A "right" deal will close itself. A "wrong" deal will never close; no matter how hard you push and shove.

As a finder, you can work anywhere you want, at any time you want - just by keeping your eyes & ears open. Even an offhand comment overheard on the street can lead to a finder's fee.

Whether you live in Podunk, or Metropolitan New York City, you can earn constant, and sizable, Finder's Fees all year, every year.

Your family, friends, business associates, and local merchants (as well as people all over the nation, and around the world) can make you a fortune -- if you know who will pay you a Finder's Fee for information you hear and see every day.

Using the information in this report, you can be well on your way to earning your fortune in Finder's Fees.

This report was excerpted from the complete, master course, "Finder's Fees - The Easiest Money You'll Ever Make" by J.F. (Jim) Straw; the only professional finder to ever write on the subject. The complete, master course has been the bible of professional finders since 1978. -- Available in our Power Tools for Entrepreneurs.

*Bio:*

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